



Explore a World of New Markets

Major corporations have sales teams dedicated to securing government contracts. Doesn't your company deserve a dedicated team too? PTAC can help!

The goal of the **Procurement Technical Assistance Center (PTAC)** is to help Massachusetts' businesses sell products and services to the government.

Whether you are new to government contracting or you have sought contracts in the past, PTAC can work for you and your company!



Selling to the government can be a profitable venture...

Each year the Federal Government purchases more than **\$200 billion** worth of goods and services.

State and Municipal Governments spend an additional **\$20+ billion!**



The Government Buys Everything...



Cars • Cleaning Products • Ships • Planes • Electrical Services • Food •
Computers • Clothing • Construction Services • Landscape Services • Fax Machines •
Auto Parts • Planes • Desks • Medical Products • Maintenance Service • Fuel • Tanks
• Plastics Products • Printing Services • Shoes • Architectural Services • Telephones •
Pavement • Milling & Machining Service • Electronic Components • Auto Service • Oil
• Light Bulbs • Filing Cabinets • Storage Boxes • Hard Hats • Catering Services •
Decorating Services • Ambulances • Textiles • Chairs and more!

In order to sell to the government, you must first become familiar with the government procurement process, an often time-consuming and confusing process...



Central Contractor Registration

MILSTD 8a **DUNS No.**

EDI Value Added Networks
FARA / FASA

CAGE Codes *e-Commerce*

DLA & DOD **GSA** **CFR**
SIC Code

NAICS Code

TPIN

PSC

MILSPEC

Free and confidential assistance is
available through the Procurement
Technical Assistance Center!



PTAC can guide you through the government procurement process and provide you with information on how to become more competitive in the government marketplace.



PTAC procurement specialists can help you and your company by:

- Identifying government contract opportunities
- Placing your company on appropriate databases
- Providing specifications and standards
- Helping to develop a quality control program
- Providing electronic commerce information
- Reviewing proposals
- Assisting with contract management
- Providing access to research and development funds
- Expanding subcontract opportunities

PTAC services are free!

The program is funded by the state and federal government.



**PTAC services are
easy to access.**



Procurement specialists are located throughout Massachusetts. They are fully mobile and ready to work with you at your company site.

Visit www.massptac.org for further details.

Spend your time in the
most cost-effective way!



Visit our website and complete a “Request
for Counseling” form. A staff member will
contact you for an appointment.

www.massptac.org



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UMassAmherst